

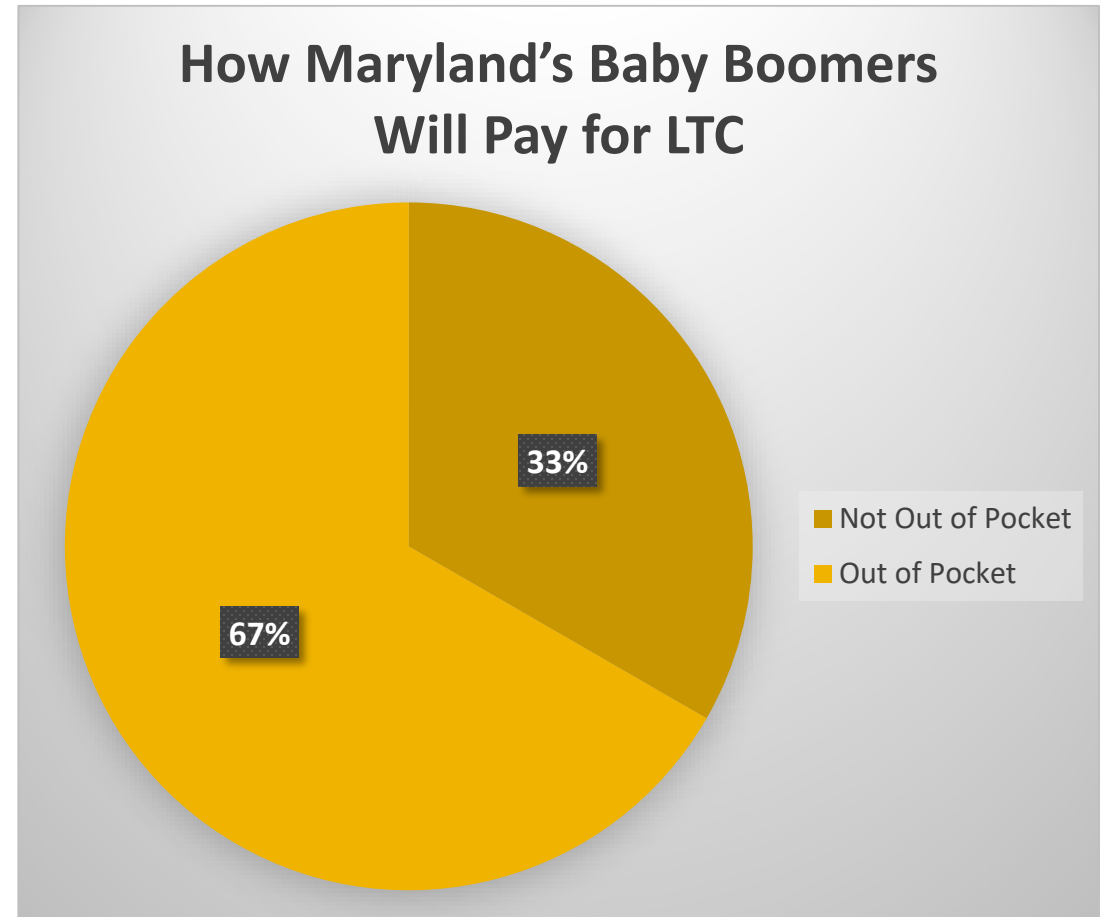
# Innovation in LTSS: Maryland

**Dennis Schrader, Chief Operating Officer and Medicaid Director**

August 27, 2019

# Background

- 1.5 million baby boomers in Maryland
- About 25% will require LTC that will cost at least \$100,000 over their lifetimes
- Nearly 67% of this population will pay for this care out of pocket



# Task Force

---

## Maryland Task Force on Long-Term Care Education and Planning

Review status of current education efforts

Options to improve education

Recommendations

# Public & Private

The task force recommended a unique public-private educational effort to inform the public of all options when planning for LTC

Individual income  
and assets,  
reverse mortgage

Family Care

Continuing Care  
Retirement  
Communities

Role of Medicare

Role of Medicaid

LTC Insurance

# **Mission**

---

## **Shared Mission**

- No Maryland resident reaches the age of 50 without having received complete information about the risk of needing LTC

## **Private Sector Focus**

- Private options available to pay for long-term care

## **Public Sector Focus**

- Residents understand the Maryland Medical Assistance Program, how it's funded, and who it's intended to serve

# Challenges

---

## All Stakeholders

- Lack of public awareness of LTC crisis
- How to plan for something unpredictable and variable

## Medicaid

- High level of dependence on Medicaid
- Avoid or delay need for more intensive Medicaid funded service
- Reduce risk for LTC

# Medicaid's Goal

---

## Healthier, More Engaged Beneficiaries

- Consume fewer medical services
- Have a lower risk profile
- Makes program more sustainable
- Improved beneficiary health can lower program costs, which helps ensure Medicaid sustainability so it's available to those who need it most

# Resource Allocation

---

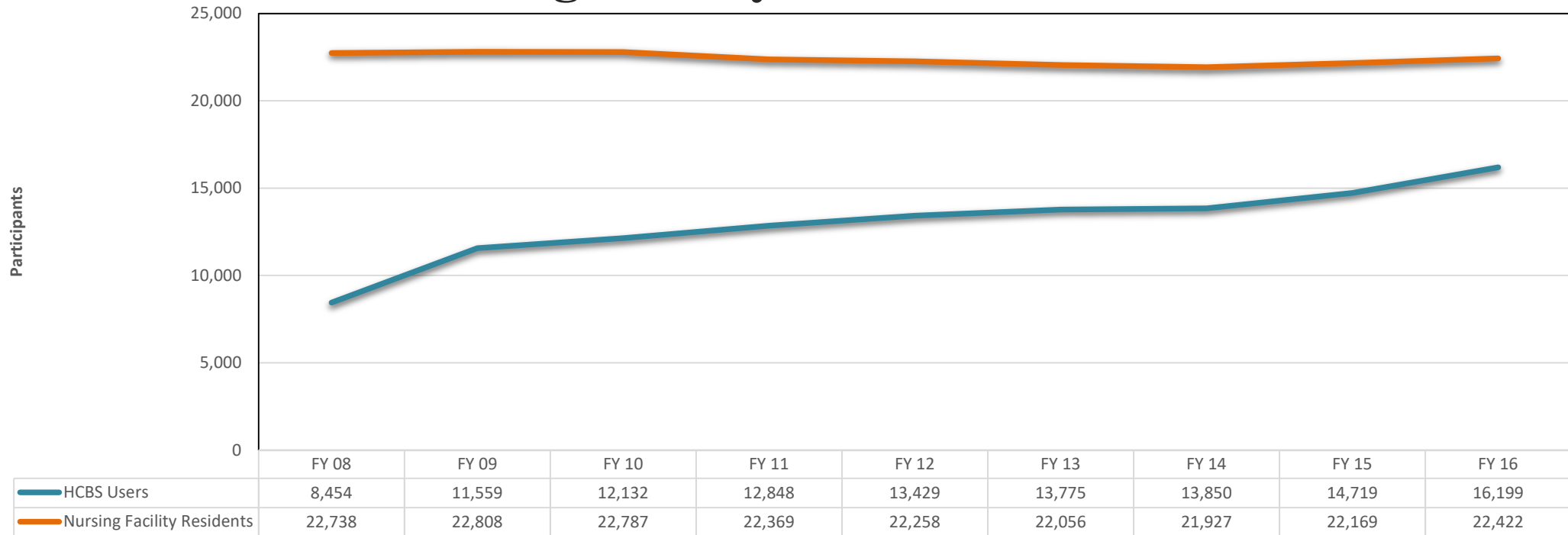
- In the last 3 years, overall enrollment in Medicaid personal assistance programs have grown by 39%
- HCBS State Plan and Waiver programs use the same provider networks and resources to provide services to participants
- State Plan programs like CFC will grow more since they cannot be limited
- Waiver programs must be limited in order to accommodate demand for entitlement programs

	10/23/2015	10/14/2016	10/15/2017	10/15/2018	3 year Growth	% Change
CFC	5,047	6,654	7,856	8,467	3,420	68%
HCBOV	4,043	3,836	3,756	4,002	-41	-1%



# Shifts in Settings

## HCBS Users and Nursing Facility Residents: FY 2008 - FY 2016



The number of nursing facility residents remained stable during the study period, while the number of home and community-based services (HCBS) users steadily increased.

# Maryland Innovation

---

## The Maryland TCOC Model

- Builds on the success of the Maryland All-Payer Model
- Creates greater incentives for health care providers to coordinate with each other and provide patient-centered care
- Commits the State to a sustainable growth rate in per capita total cost of care spending for Medicare beneficiaries

# Maryland Innovation

---

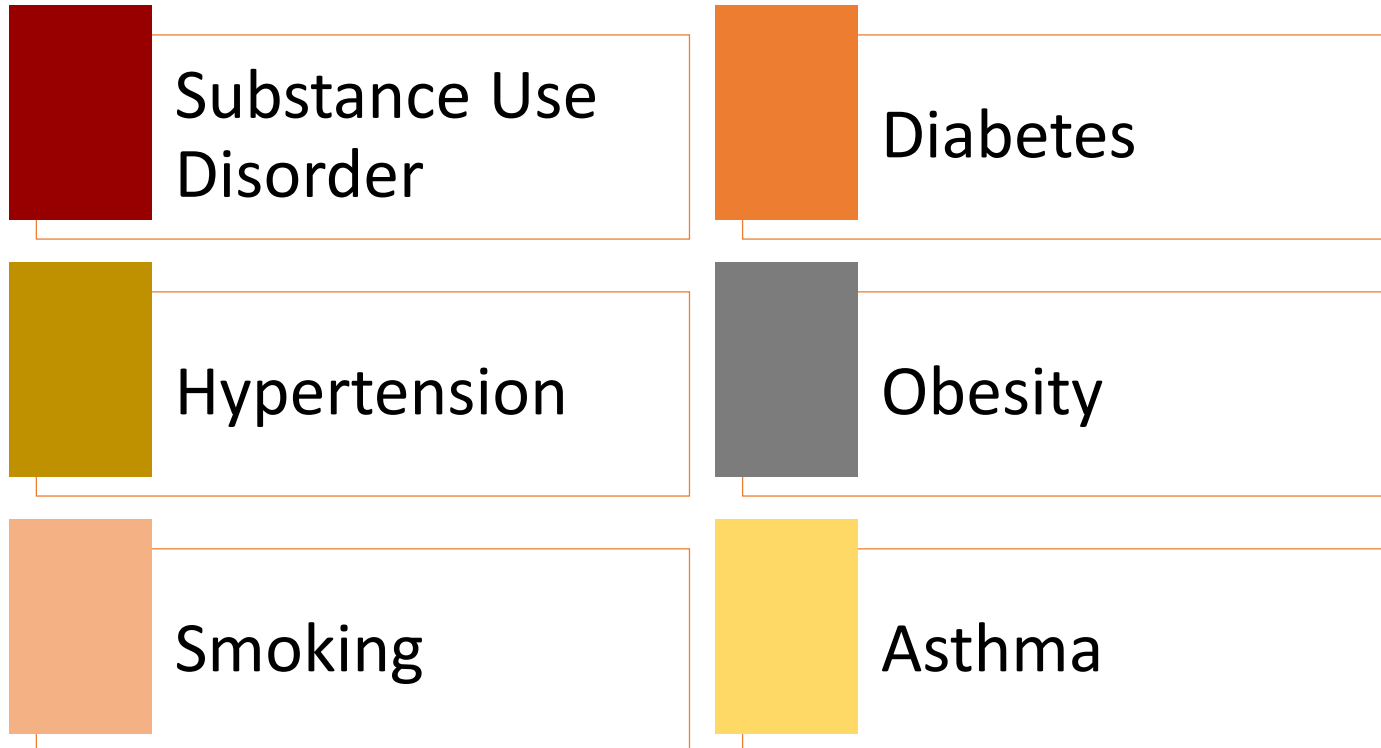
## Maryland Primary Care Program (MDPCP)

- Strengthening primary care is critical to promoting health and reducing overall health care costs in Maryland
- Participants in MDPCP must deliver comprehensive care management and patient-centered primary care
- Will get additional per beneficiary per month payment from CMS for care management services
- Can earn performance-based incentive payment to reduce hospitalization rate and improve quality of care for Medicare beneficiaries
- Program runs 01/01/19 to 12/31/26

# Maryland Innovation

---

As part of the TCOC Model, Maryland selected six high-priority focus areas for improving Marylander's health:



# Maryland Innovation

---

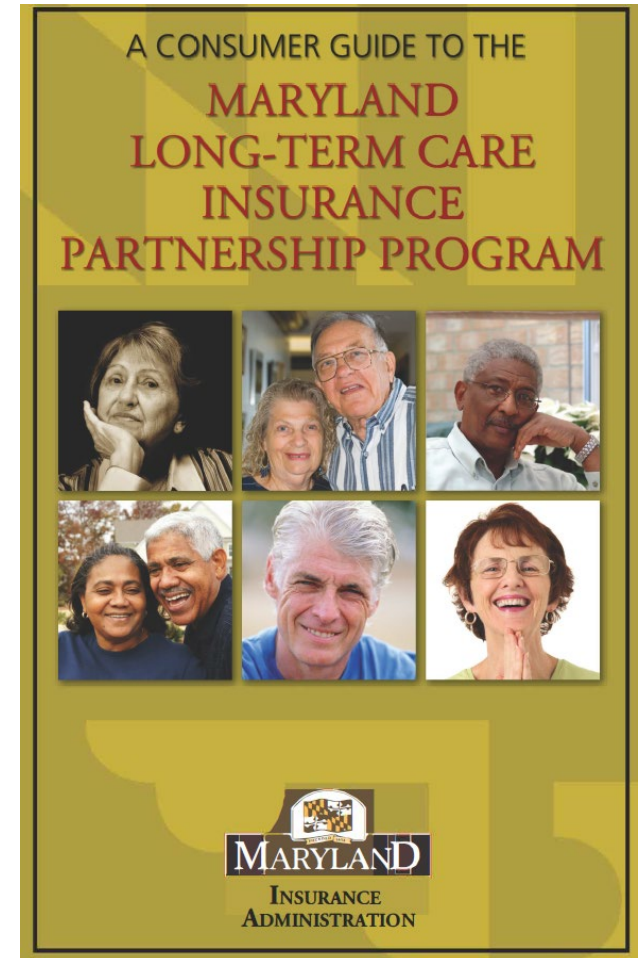
## Pilot Programs

- HealthChoice Diabetes Prevention Program (DPP)
  - Lifestyle coaches
  - In person and online
- Expansion of the Assistance in Community Integration Services (ACJS)
  - Expand the enrollment cap to 600 individuals annually
- Adult Dental Pilot Program
  - Basic dental services including diagnostic, preventive, extraction, and limited restorative dental services
- Expansion of Substance Use Disorder Residential Services
- Family Planning Program

# MIA

## Maryland Insurance Administration

- Consumer Outreach
  - Staff at community events to help consumers with insurance questions and provide information
- Maryland Long-Term Care Insurance Partnership Program
  - An innovative partnership between Maryland and private insurance companies
  - Policy permits you to protect additional assets from spend-down requirements under Maryland's Medicaid program



# Next Steps

---

## **LTC Education is Vital for Maryland Residents to Plan for Their Future**

- Use established infrastructure
- Cost effective techniques
- Short implementation timelines

*2019 HCBC Conference*

---

**Questions?**